



WELCOME!

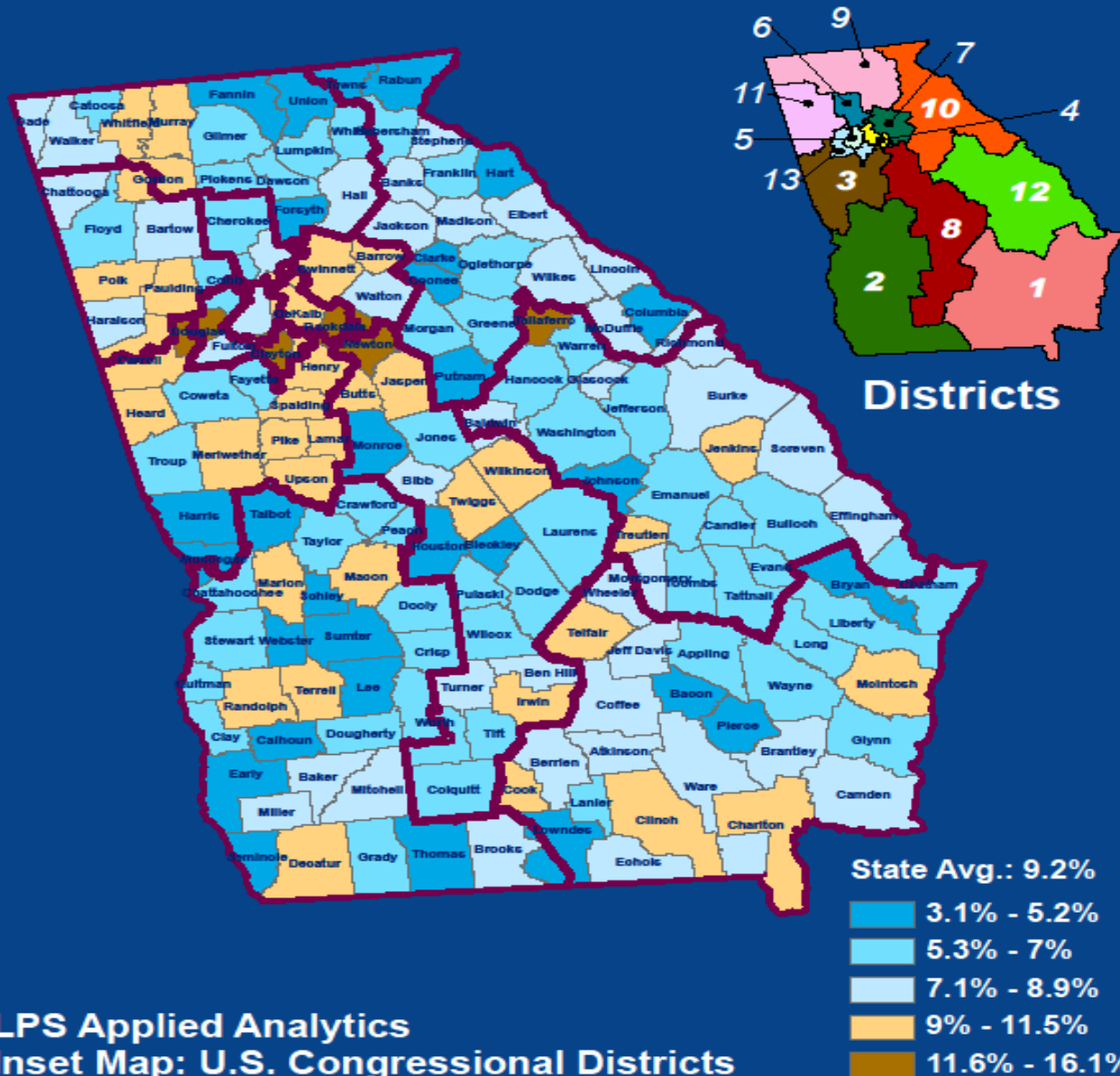
**U.S. Department
of Housing and
Urban Development
Atlanta Regional Office**

The New Foreclosure Challenge



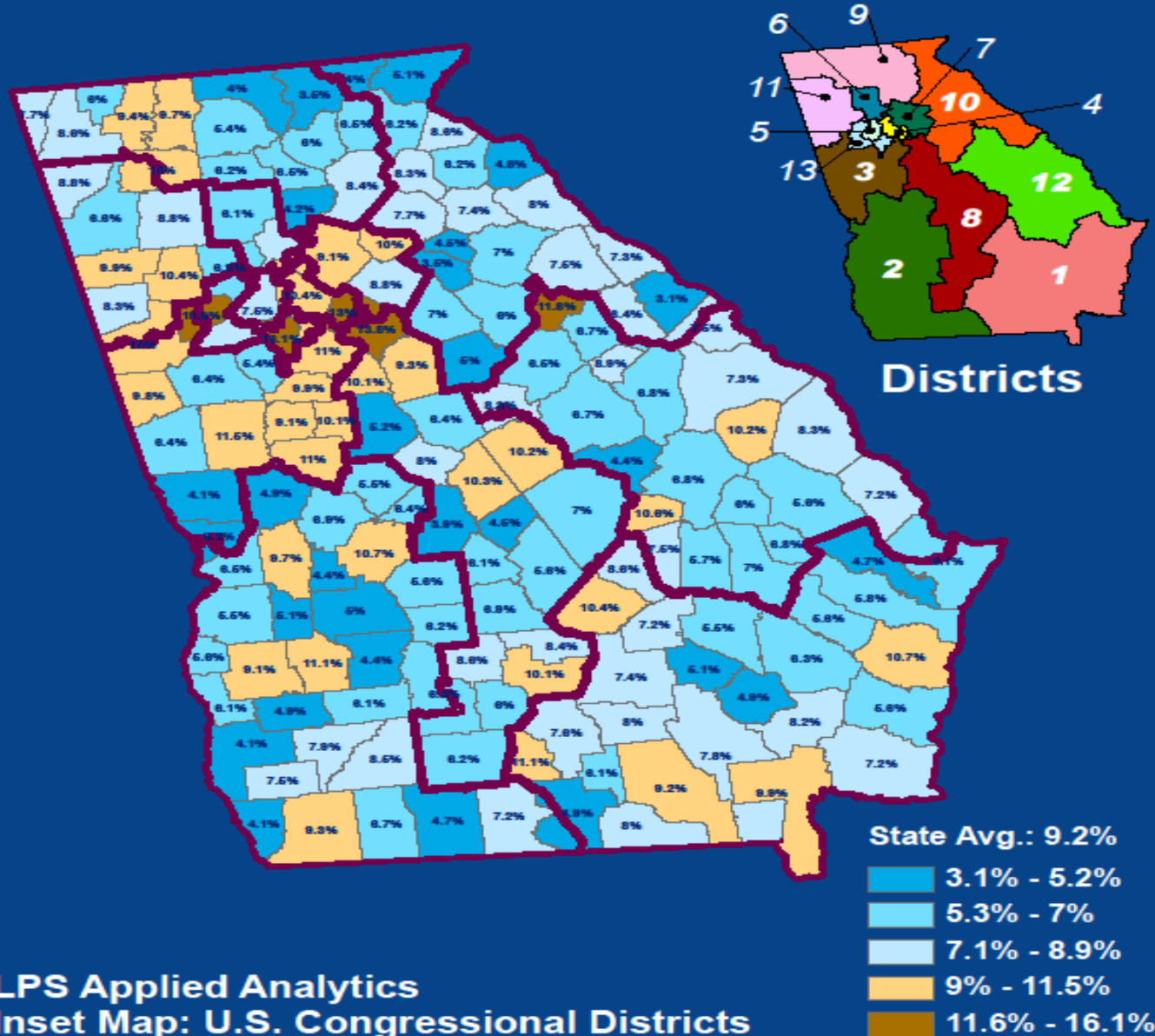
Georgia Mortgages November 2011

90+ Days Delinquent, In Foreclosure, and REO

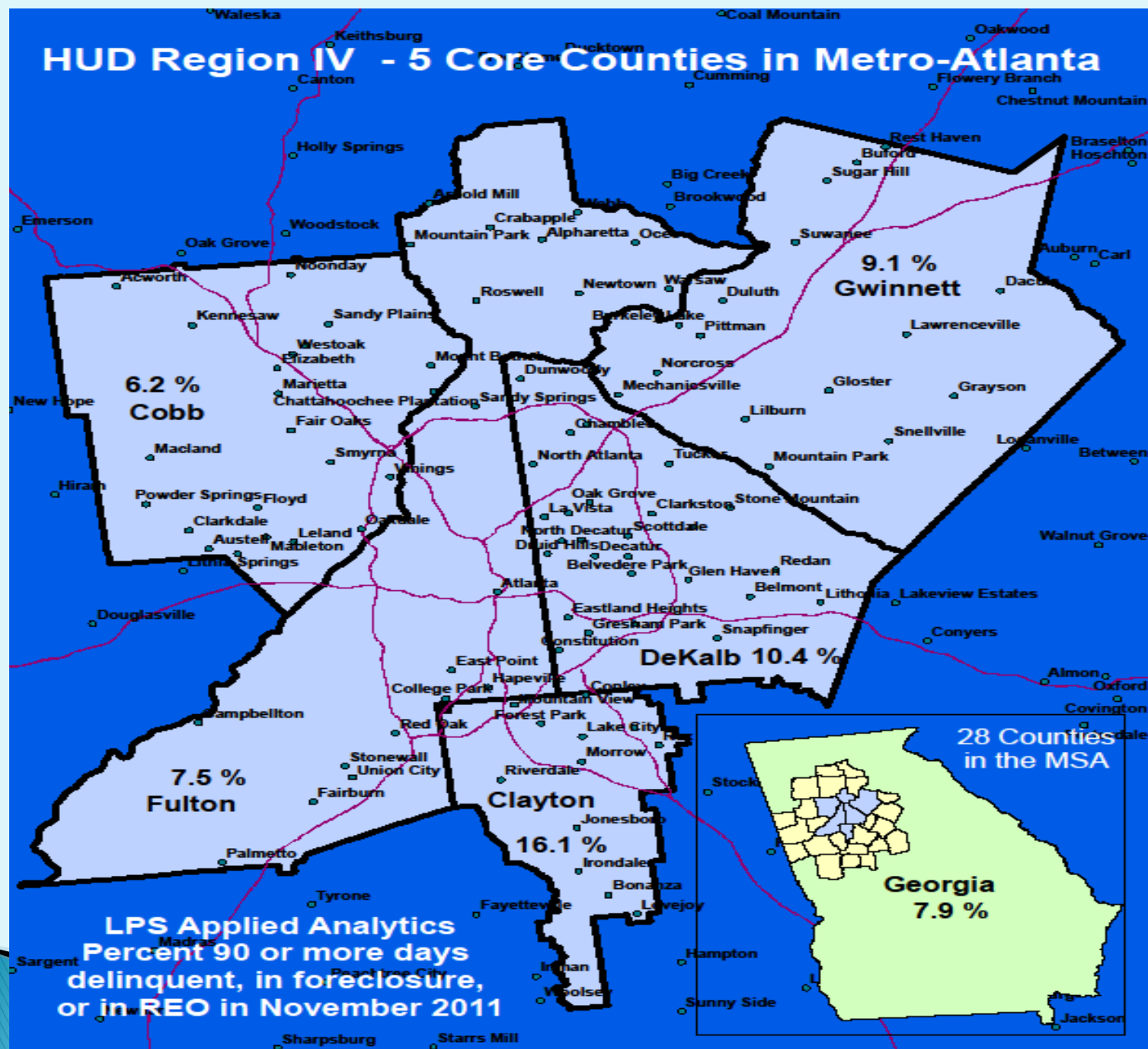


Georgia Mortgages November 2011

90+ Days Delinquent, In Foreclosure, and REO



HUD Region IV - 5 Core Counties in Metro-Atlanta



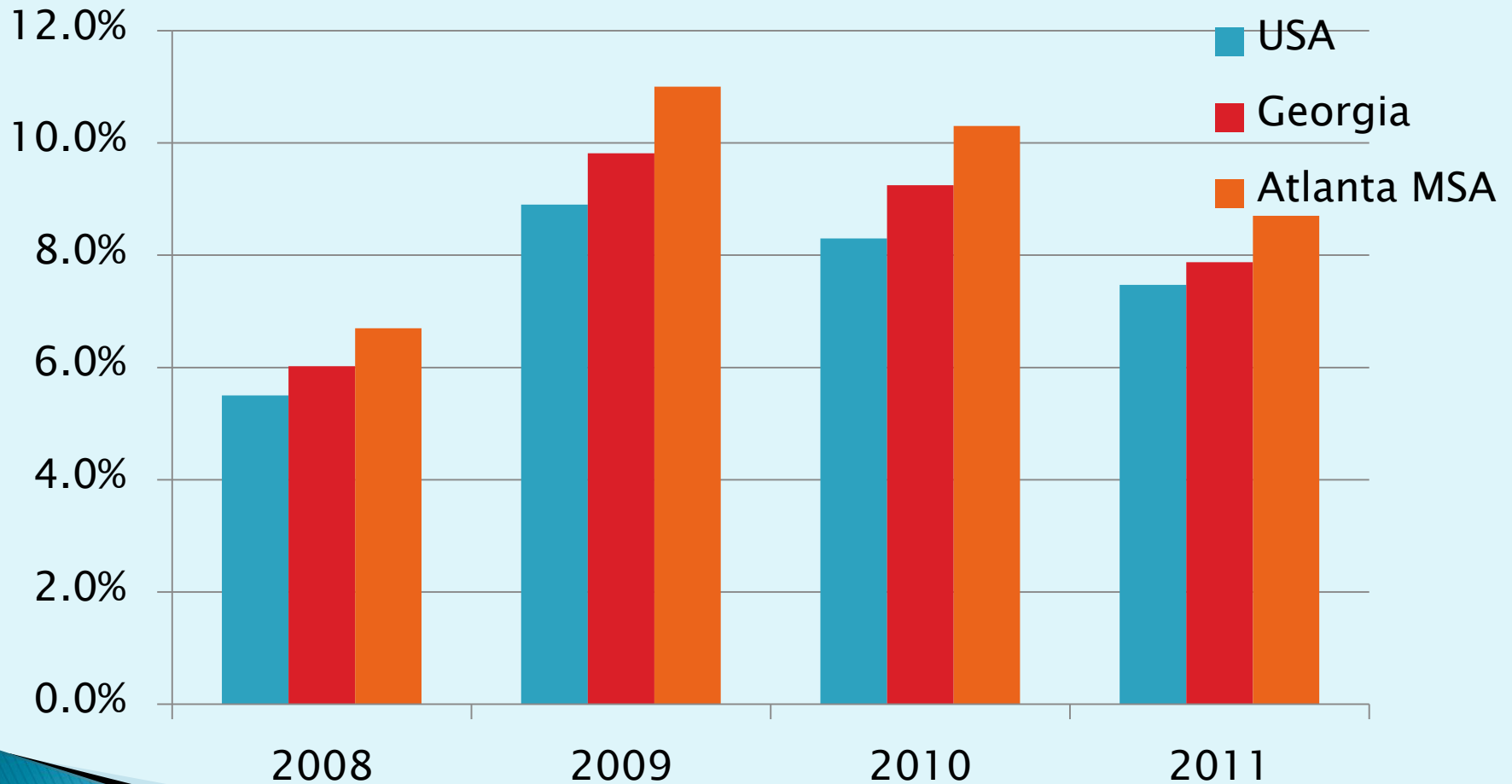
Percentage of Loans 90+ Days Delinquent, in Foreclosure, or in REO

Area	2008	2009	2010	2011
USA	5.5%	8.9%	8.3%	7.5%
Georgia	6.0%	9.8%	9.2%	7.9%
Metro Total	6.7%	11.0%	10.3%	8.7%

Source: LPS Applied Analytics

Data is from November of the respective year

Percentage of Loans 90+ Days Delinquent, in Foreclosure, or in REO



Source: LPS Applied Analytics

Data is from November of the respective year

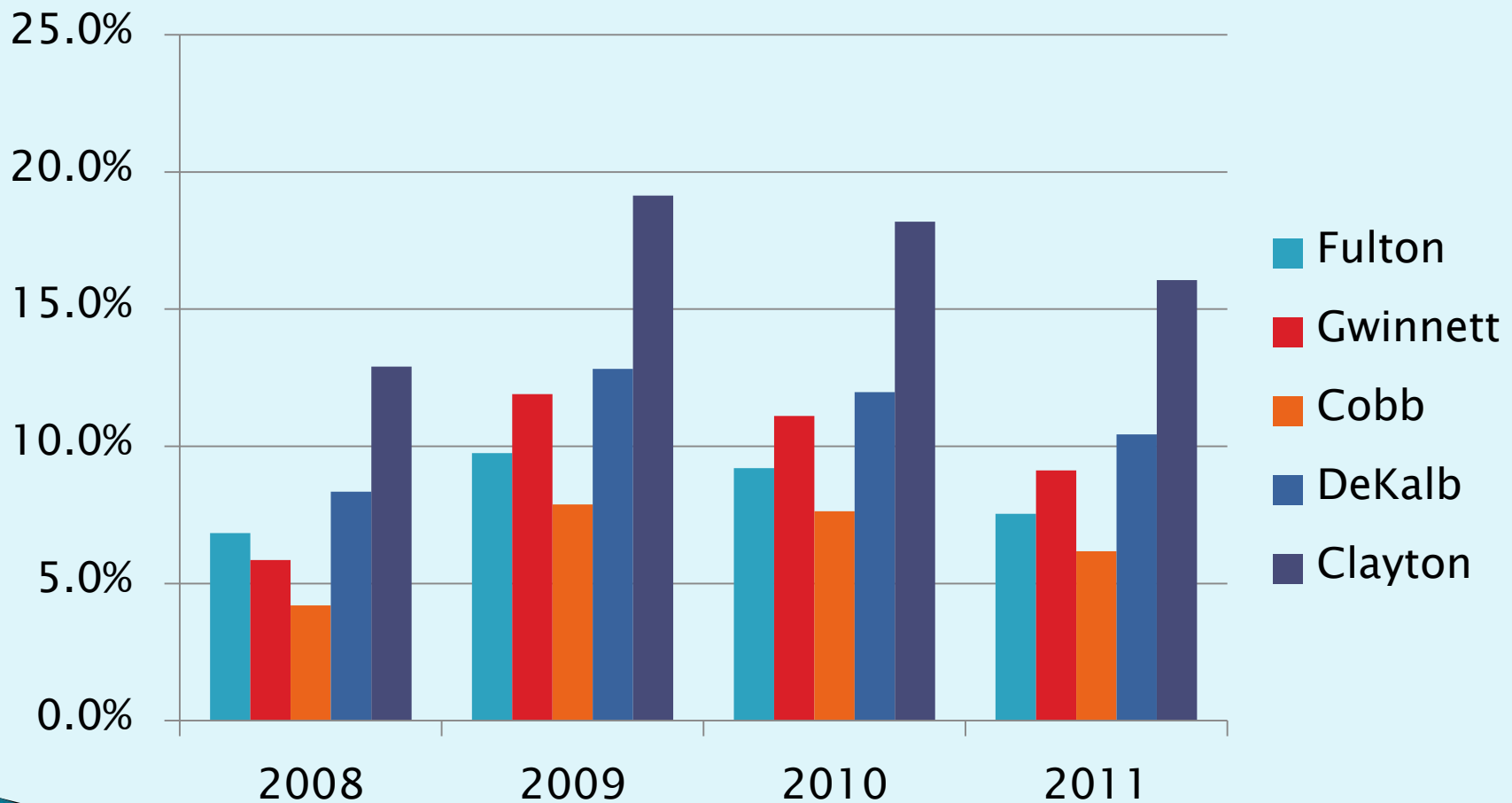
Percentage of Loans 90+ Days Delinquent, in Foreclosure, or in REO

County	2008	2009	2010	2011
Fulton	6.8%	9.8%	9.2%	7.5%
Gwinnett	5.9%	11.9%	11.1%	9.1%
Cobb	4.2%	7.9%	7.6%	6.2%
DeKalb	8.3%	12.8%	12.0%	10.4%
Clayton	12.9%	19.1%	18.2%	16.1%

Source: LPS Applied Analytics

Data is from November of the respective year

Percentage of Loans 90+ Days Delinquent, in Foreclosure, or in REO



Source: LPS Applied Analytics

Data is from November of the respective year

In Response to this Challenge

- Secretary Shaun Donovan established three areas in the Nation that would have concentrated efforts to address the foreclosure crisis;
- **The Atlanta–Sandy Springs, Marietta, GA MSA** is one of the three areas;
- The Secretary has asked each HUD office to develop programs to address the local issues;
- Atlanta’s Team, or Field Working Group, has developed the program that will be presented today.



Counties Listed by number of loans at Risk of Default

% and number of homes 90+ days delinquent, in foreclosure or REO

County	2009	2010	2011	2011
Fulton	7.9%	9.6%	8.3%	14,662
Gwinnett	8.7%	12.0%	10.1%	13,748
DeKalb	9.7%	12.5%	10.8%	12,418
Cobb	5.9%	7.9%	6.9%	8,603
Clayton	15.1%	18.8%	16.6%	5,485
Henry	10.3%	12.9%	11.3%	4,745
Cherokee	5.6%	7.5%	6.7%	3,149
Douglas	11.0%	14.4%	12.5%	3,000
Newton	12.9%	16.0%	13.8%	2,432
Paulding	10.1%	12.2%	10.8%	2,112
Walton	9.0%	10.9%	9.4%	1,838
Carroll	9.7%	11.5%	10.3%	1,743
Rockdale	11.5%	14.4%	12.8%	1,742

Source: LPS Applied Analytics

Data is from March of the respective year



Establishing the Local Program

After reviewing the data, the Atlanta FWG established primary and secondary service areas;

The primary areas consist of Clayton, Cobb, DeKalb, Fulton and Gwinnett Counties;

The remaining 23 counties of the MSA have been designated secondary service areas.



The Communities

Primary Communities

Clayton
Cobb
DeKalb
Fulton
Gwinnett

Secondary Communities

Barrow, Bartow, Butts,
Carroll, Cherokee,
Coweta, Dawson,
Douglas, Fayette,
Forsyth, Haralson,
Heard, Henry, Jasper,
Lamar, Meriwether,
Newton, Paulding,
Pickens, Pike,
Rockdale, Spalding,
Walton,



What Does it Mean to be Primary or Secondary Communities?

- ▶ **Primary** – HUD's Field Working Group will concentrate their efforts in these five county areas over the next two years.
- ▶ **Secondary** – The 23 remaining county areas will also have assistance . However, the Housing Counseling Agencies will have the lead.



What Does the Approach Include?

- ▶ HUD has developed a strategy that builds upon current endeavors;
- ▶ The strategy is designed for implementation over the next two years;
- ▶ The success of the strategy is dependent upon collaborative efforts between the public and private sector.



Four Key Components

The Components

- ▶ Education and Outreach
- ▶ Training and Technical Assistance
- ▶ Participation in Partnerships
- ▶ Customer Service



Education and Outreach

- ▶ Education and Outreach will address the challenge of a lack of education and information that is impacting the rate of foreclosures.
- ▶ A Plan will be distributed containing:
 - General Facts
 - Possible Resources – Public/Private
 - Foreclosure Support – (Counseling Services, Loss Mitigation Procedures, etc.)
 - List of Agencies (ex. Legal Aide)



Training and Technical Assistance

- ▶ Training and Technical Assistance will be designed to offer solutions to specific issues and recognize “best practices”.
- ▶ The plan will include:
 - Problem Solving
 - Engagement to build trusting relations
 - Strategic Thinking
 - Tool Development
 - Decision Making
 - Grant Writing

Participation in Partnerships

- ▶ HUD is working to expand and enhance participation with the Lending Institutions, Foundations, Universities, Faith-based and Non-Profit Organizations, elected officials, grantees, state and local governments, as well as other public/private partnerships.
- ▶ Particular consideration is being given to Organizations like “Piece by Piece” and other stakeholders who have an invested interest in the target area.



Customer Service

- ▶ HUD is committed to providing A+ service, setting high standards and better understanding customer needs
- ▶ Assigned staff to improve the service provided through our National Servicing Center's 1-800 CALLFHA system and report problems (↑ 1.31% / ↑4,132 in 2011)
- ▶ Collaborate with Contracting to improve the internal customer service provided for the sale of REO properties

What We Are Asking From You

- ▶ **Community Planning & Development Partners**
 - Mary Presley, Director, CPD
- ▶ **Fair Housing and Equal Opportunity Partners**
 - Brenda Shavers, Director, Atlanta FHEO Center
- ▶ **Single Family Partners**
 - Dan Rogers, Director, Homeownership Center



Examples We Can Build Upon

▶ HomeSafe Georgia

- Brian Williamson, Assistant Commissioner, DCA

The Georgia Department of Community Affairs has partnered with GHFA Affordable Housing, Inc. to deliver a statewide unemployment mortgage payment assistance program to prevent foreclosures, under the name HomeSafe Georgia.

▶ Piece by Piece

- Susan Adams, Dir. of Research & Policy, ANDP

The Piece By Piece Regional Foreclosure Initiative brings together 140 community development stakeholders in Atlanta and surrounding counties to address foreclosure and community revitalization.



HUD's Team To Lead This Strategy

➤ Field Coordinating Group

- Ed Jennings, Jr. Regional Administrator
- Karen Jackson Sims, Deputy Regional Administrator
- Alvera Crittendon, Supervisory Management Analyst
- Mary Presley, Director, CPD
- Charles Hugghins, Regional Economist
- Carlos Osegueda, Director, FHEO
- Donna Crane, Acting MF HUB Director
- Ada Holloway, Director, PIH
- Dan Rogers, Director, HOC
- Debra Robinson, Deputy Director, HOC
- Cheryl Appline, Chief of Field Operations, HOC



Field Working Group

➤ Members:

- Roxanne McIver, CPD
- Tammy Fayed, EMAD
- Jennifer Jones, Sherran Nutson, FHEO
- Jeffrey Fleming, Linda Preston, Marcia Ringo, MF
- Glay Glay, Jeremy Hudgeons, SF
- Sherrill Dunbar, PIH
- Steven Bales, OLR
- Mykl Asanti, Sarah Lavoie, FPM



Let's Talk



For Follow Up

Contact our Project Lead

Cheryl Appline

(678) 732-2696

Cheryl.W.Appline@HUD.GOV

